

## Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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P R 262135Z MAR 75

FM AMEMBASSY QUITO

TO MR JAMES N ROBINSON PRIORITY

DIRECTOR OF INTERNATIONAL

SALES FOR LATIN AMERICA

LOCKHEED CALIFORNIA COMPANY

BURBANK CA

TELEX 067-208

CABLE LOCKHEED BURBANK CA

INFO SECSTATE WASHDC 4953

USDOC WASHDC

AMCONSUL GUAYAQUIL

UNCLAS QUITO 2114

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: POTENTIAL SALE OF LOCKHEED C-130 AIRCRAFT TO ECUADOREAN AIR FORCE

1. WE UNDERSTAND THAT LOCKHEED MADE AT LEAST VERBAL COMMITMENT TO EITHER AVCON CO., OR A. HALE ENTERPRISES, BOTH LOCATED MIAMI, FLA., TO PROVIDE TWO (2) MILITARY-CONFIGURATED C-130 AIRCRAFT FOR SALE TO ECUADOREAN AIR FORCE (FAE). WITH THIS UNDERSTANDING AVCON REPS RECENTLY IN QUITO MADE OFFER, WHICH WAS FAVORABLY RECEIVED. ON MARCH 21, CHIEF OF AIR FORCE SIGNED LETTER OF INTENT TO AVCON, INDICATING THAT FINANCING WAS AVAILABLE AND ALL SYSTEMS WERE GO.

2. LOCAL SOURCE, RENE CRESPO, WHO IS WELL-CONNECTED WITH AVCON, NOW INFORMS EMBASSY THAT LOCKHEED HAS WITHDRAWN COMMITMENT TO AVCON AND THAT TWO NEW AIRCRAFT, IN QUESTION, SCHEDULED TO ROLL OFF PRODUCTION LINE IN DECEMBER 1975, WILL BE SOLD TO LIBYA. ACCORDING TO CRESPO, NO NEW C-130 WOULD BE AVAILABLE TO FAE BEFORE 1977. AVCON OFFER EXPIRES ON APRIL 2, FAE LETTER OF INTENT MENTIONS THAT, IF CONDITIONS ACCEPTABLE, IT WOULD LIKE AVCON OFFER EXTENDED ANOTHER 30 DAYS. FAE WOULD ALSO LIKE TO SEND THEM TO LOCKHEED PLANT.

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3. EMBASSY BELIEVES THAT PROMPT AND FULL SUPPORT TO AVCON BY LACKHEED, I.E., FOLLOW-THROUGH WITH EARLIER COMMITMENT TO AVCON, WILL HAVE IMPACT ON FUTURE SALE OF ADDITIONAL LOCKHEED AIRCRAFT IN THIS COUNTRY. SALE OF C-130S, REPORTED WORTH US\$20 MILLION WITH TRAINING PACKAGE AND SPARE PARTS, COULD IN FACT BE LOST ENTIRELY. IF CHANGE OF MIND REPORTED ABOVE IS TRUE, WE THEREFORE URGE THAT LOCKHEED RECONSIDER.

4. AS LAST RESORT, IF TWO NEW AIRCRAFT PROMISED AVCON ARE NOT AVAILABLE, FAE MIGHT ACCEPT TO LEASE TWO C-130S UNTIL NEW AIRCRAFT DELIVERY IS POSSIBLE. FAE NEEDS PLANES FOR TRANSPORT OF HEAVY EQUIPMENT AROUND COUNTRY.

5. YOUR URGENT ATTENTION WILL BE APPRECIATED BY ALL CONCERNED.

6. SIGNED: N. C. LABRIE, COMMERCIAL ATTACHE.  
BREWSTER

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NNN

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